



## Houses For Sale In Fort McMurray

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This section gives you some insights into the many factors that affect a selling decision, including economics, interest rates and supply and demand. You will also find information on determining the best price, selling a home yourself and avoiding common seller errors.

While it looks easy, selling a home is a complicated and time-consuming process. The truth is – when you partner with a experienced Real Estate Professional – your home will be priced appropriately and placed before the most buyers so your home sells fast and for top dollar!



# Sell Your Home Fast For The Top Dollar

Buyers do not see your home the same way you do. They are very discriminating about its condition, the neighborhood and the price. An average buyer will view between 15-20, ranking yours among all the that they have viewed.

With this in mind, here are some measures you can take to ensure your home presents well to a potential buyer and garners help you to achieve the best price in the shortest amount of time.



## **Be Clear About Why You Are Selling**

Knowing the reasons for your move determines everything from setting the price to allocating funds for repairs and improvements. Is the price you obtain more important than how long your home is on the market? Do you need to sell immediately? Each why requires a different strategy. At the same time, you do not need to reveal your why to anyone. Something negative might be used as a bargaining tool at the negotiating table. If someone wants to know why you are selling, politely respond that your housing needs have changed.

## **Conduct Thorough Research Before Setting A Price**

Establishing an offering price is an investment in your future. Find out what similar homes in your neighbourhood have sold for in the 6-12 months. Also check out the prices of homes currently listed. The price you ask should be within the range of similar homes in the neighbourhood. If it is too high or too low, buyers will question the reasons for this discrepancy. Your home could stay on the market longer than you would like. You may also have to adjust the price and wind up getting less than you hoped.

# Help Me Price My Home

The Fort McMurray real estate market is always changing, making it difficult to assess the current value of your home. As a trained and experienced real estate professional, I have the right knowledge and access to the right tools to determine your Fort McMurray home's value. What is your home worth in today's market in your area? Let me help!.



## What Is a Comparative Market Evaluation

A CMA performed by a qualified Fort McMurray real estate professional is an estimate of the current market value of a particular property, based both on the specific features and qualities of the individual home and comparable homes already on the market, or homes that are similar and have sold recently.

**For more information please visit our website**  
**<http://www.kimstanley.ca>**